

# NAVSTRECHU PEREMENAM

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# 300 change leaders

through different programs

# 60 change leaders

Incubator program

# 430 000 children

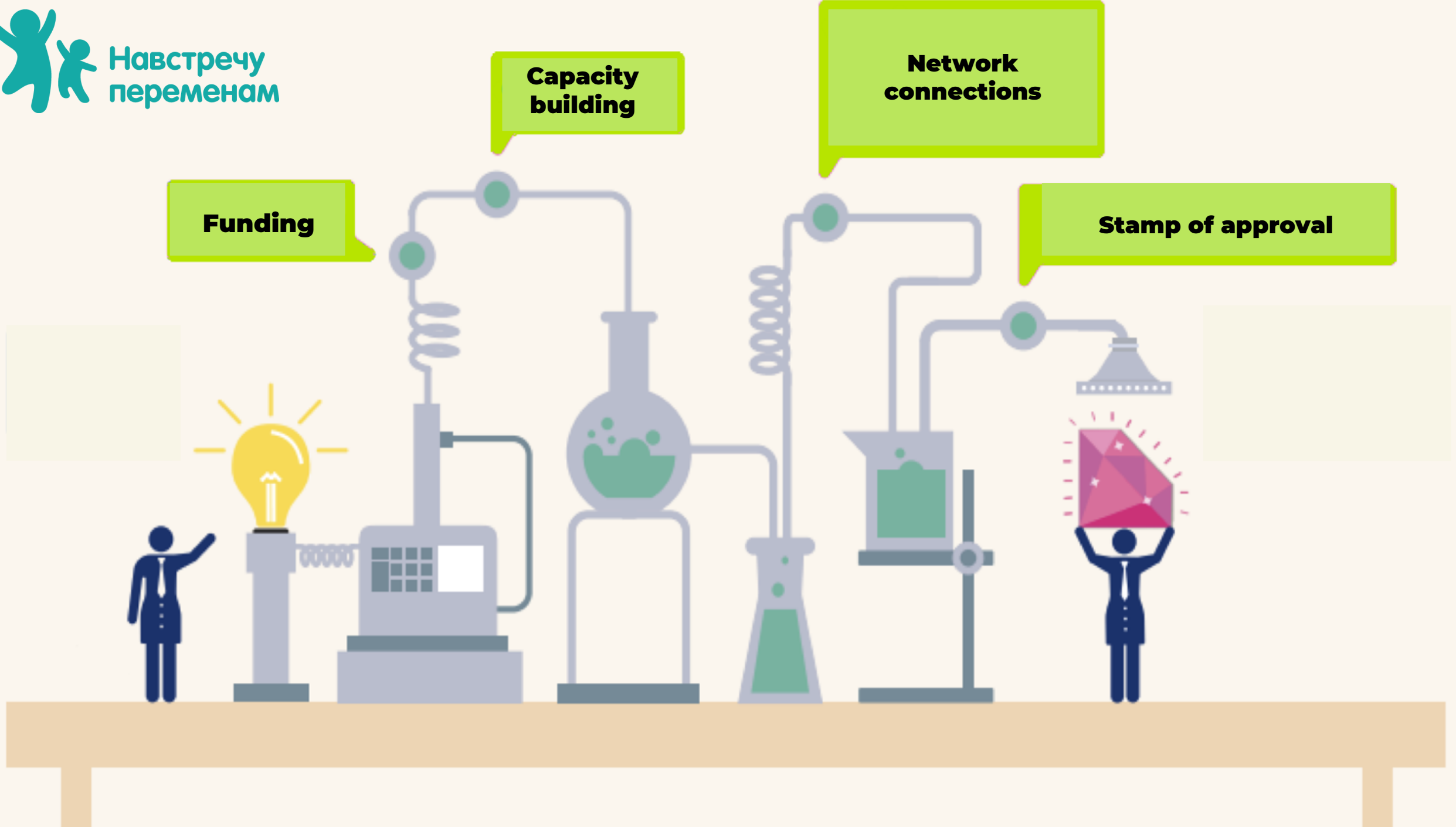
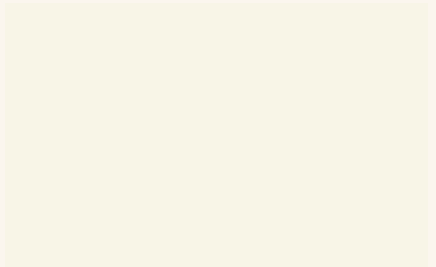
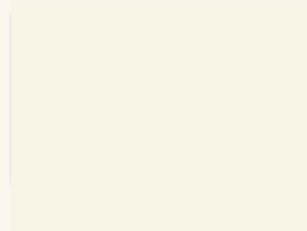
Supported by participants of Incubator program

**Funding**

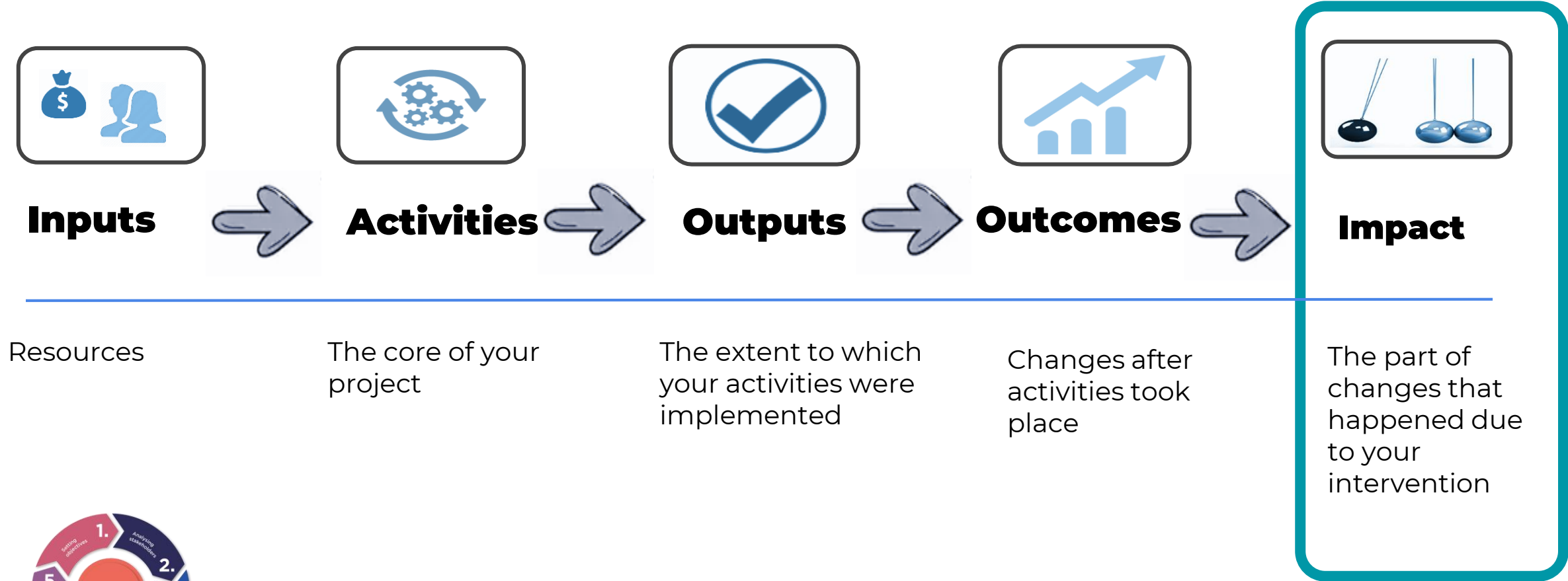
**Capacity  
building**

**Network  
connections**

**Stamp of approval**



# Definition of impact





**STEP 1: SETTING OBJECTIVES**

**RESOURCES**  
used for our activities



To address this problem, in 2019-2020 we invested **100T EURO** in incubators for social entrepreneurs

**PROBLEM**  
addressed

**Children are most vulnerable to adverse external factors**, and social entrepreneurs who are anxious and able to help **lack the support the need to scale their impact**

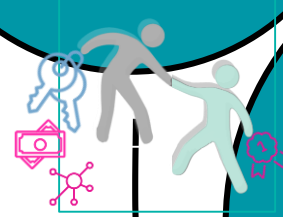


**ACTIVITIES**  
to achieve impact

- In our incubators we offered:
- Grant funding
  - Capacity building
  - Network connections
  - Stamp of approval

**OUTPUTS**  
for our Incubees

In total we supported **16** social enterprises:  
 - **100 %** capacity built  
 - **50 %** grant funded  
 - **100 %** connected  
 - **60 %** promoted



**SHORT-TERM OUTCOMES**  
for our Incubees

We aim for our incubees to become more **financially and operationally sustainable and ready to scale their proven impact** for children and youth.  
 We aimed at SE achieving **80 %** of their targeted development milestones achieved by at least 80% CIs

**LONG-TERM OUTCOMES**  
for our Alumni

We aim for our Alumni to significantly scale their impact and contribute to the SDGs for children and youth. We plan **80 %** as an average survival rate





# STAKEHOLDERS

- **SPO's**
- **Children**
- **Partners**
- **Sector players**



## MEASURING IMPACT ON SPO



### OUTPUTS

Incubator support received by our social ventures



### SHORT-TERM OUTCOMES

Strengthening of our social ventures' organizational capabilities



### LONG-TERM OUTCOMES

Survival and scaling of our alumni



## MEASURING IMPACT ON CHILDREN AND YOUTH

Our ultimate impact goal is to create a better world for children and youth and it is therefore key for us to learn about to what extent our social ventures succeed with this. We asked our social ventures to monitor and report:



### OUTPUTS

Number of children and youth supported



### OUTCOMES

**(Theory of change and indicator results of SPOs)**

How the lives of children and youth were improved, changed and protected



# SHORT-TERM OUTCOMES ON SPOs

## Strengthening of SPOs' organizational capabilities



### STEP 3: MEASURING RESULTS

## Targeted outcomes captured in Development Tracker

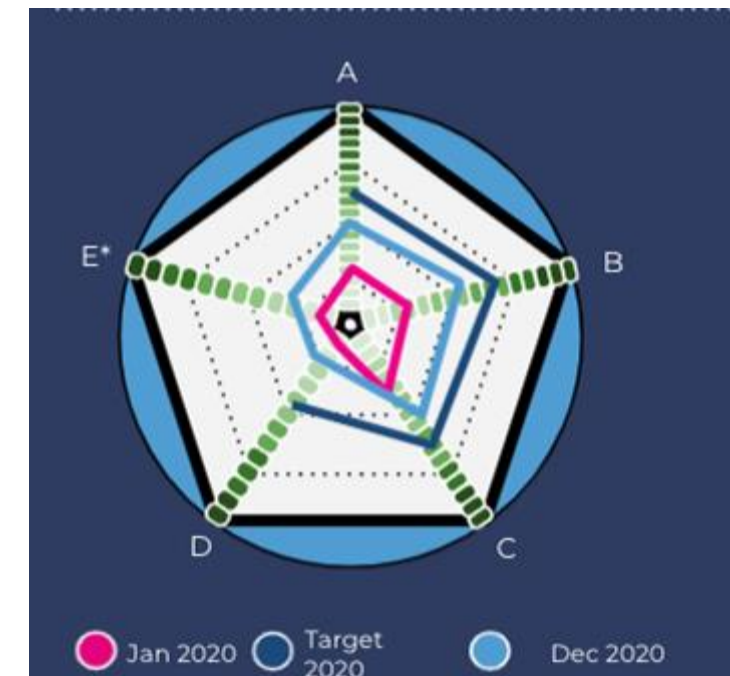
- A Effective Solution
- B Financial sustainability
- C Leadership and team
- D Impact scaling
- E Systems change activities (if applicable)

### Results planned

On average 80% Change leaders achieve 80% of intended milestones

### Results gained in 2020

On average 92% developed within four or five areas, 57% of the milestones were achieved



# SHORT-TERM OUTCOMES ON SPOs

## Strengthening of SPOs' organizational capabilities



### STEP 3: MEASURING RESULTS

## Increase and multiplicity of Growth indicators

*actual results by the end of the current period vs previous period*

- Children and youth supported
- Staff and volunteers
- Income
- Outcome
- Geographical footprint

### Results planned

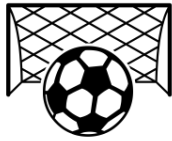
- On average, the number of children who are helped by each project has doubled.
- On average, the staff of each project has increased by 2 times.

### Results gained

- On average, the financial result of each project has tripled.
- On average, the staff of each project has increased by 2.5 times.
- On average, the number of children who are helped by each project has doubled.
- On average, geographical footprint has doubled.

# OUTCOMES

**How the lives of children and youth were improved, changed and protected**



For social ventures participating in **their first incubator year**, our focus is on helping the social entrepreneur and their team to qualitatively *explore* outcomes.

## Results planned

70% our of eligible incubees provide quality stories

## Results gained

64% our of eligible incubees provided quality stories



## STEP 3: MEASURING RESULTS

For social ventures participating in their **second and third incubator year**, our focus is on helping the social entrepreneur and their team to quantitatively *measure* outcomes.

## Results planned

80% of second year incubees provide impact result data

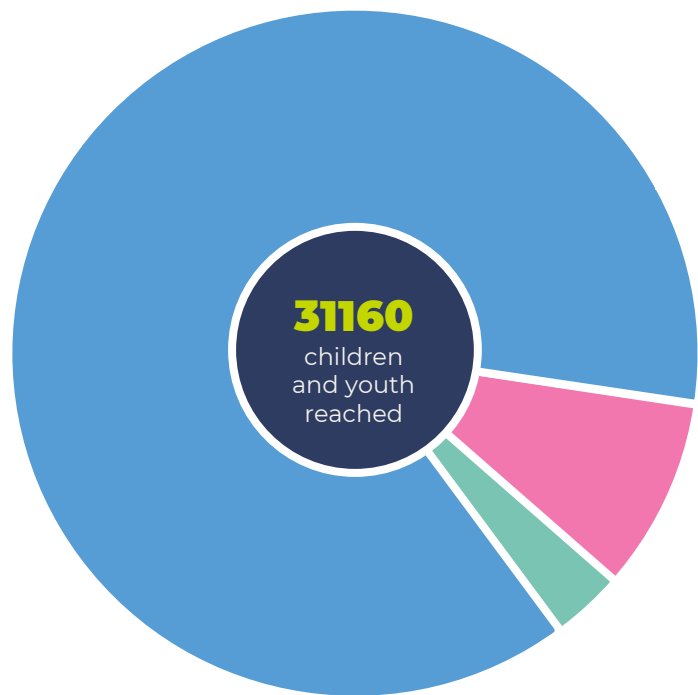
## Results gained

75% (3 out of 4 participants) provided data, 4th participant didn't start operation yet



## Aiming for lives changed, protected or saved

Our social ventures aim to impact children and youth in many different ways. Depending on the character of the social venture's intervention, the targeted short-term impact of their work ranges from lives improved, to lives changed to lives protected/saved.



### Lives improved

**29 916** children and youth (**96 %**) were reached with the aim to change their knowledge, attitude or access to resources, and improve lives

### Lives changed

**1 226** children and youth (**3,95 %**) were reached with the aim to reroute them on a better path, and change lives

### Lives protected/saved

**18** children and youth (**0,05 %**) were reached with the aim to help them from a dangerous situation, and protect from harm and/or save lives



# LONG-TERM OUTCOMES

A clear majority have continued to scale:

**81 %** are  
still in business

The 3-year survival rate of supported social entrepreneurs after graduating from our Incubator program is 88%. This is comparable to the average 3-year survival rate of incubators and innovation centers in the European Business and Innovation Centre Network (EBN, 89%\*\*).

**81 %** reached more children  
and youth

**71 %** increased their revenues

**71 %** expanded geographically

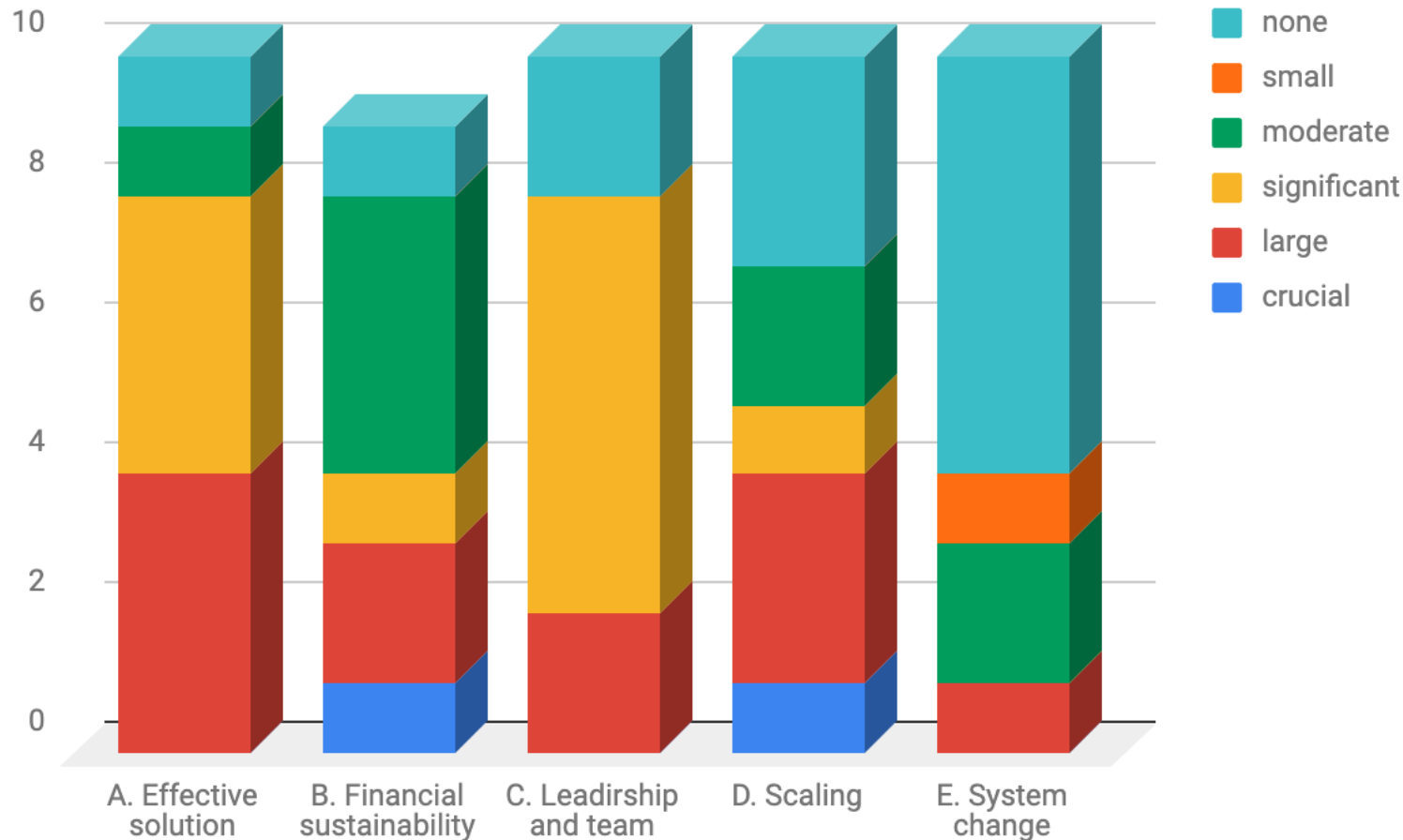
**94,5 %**  
report that they  
had developed  
less had they not  
participated in  
the Incubator

# IMPACT RESULTS



## STEP 4: VERIFYING & VALUING IMPACT

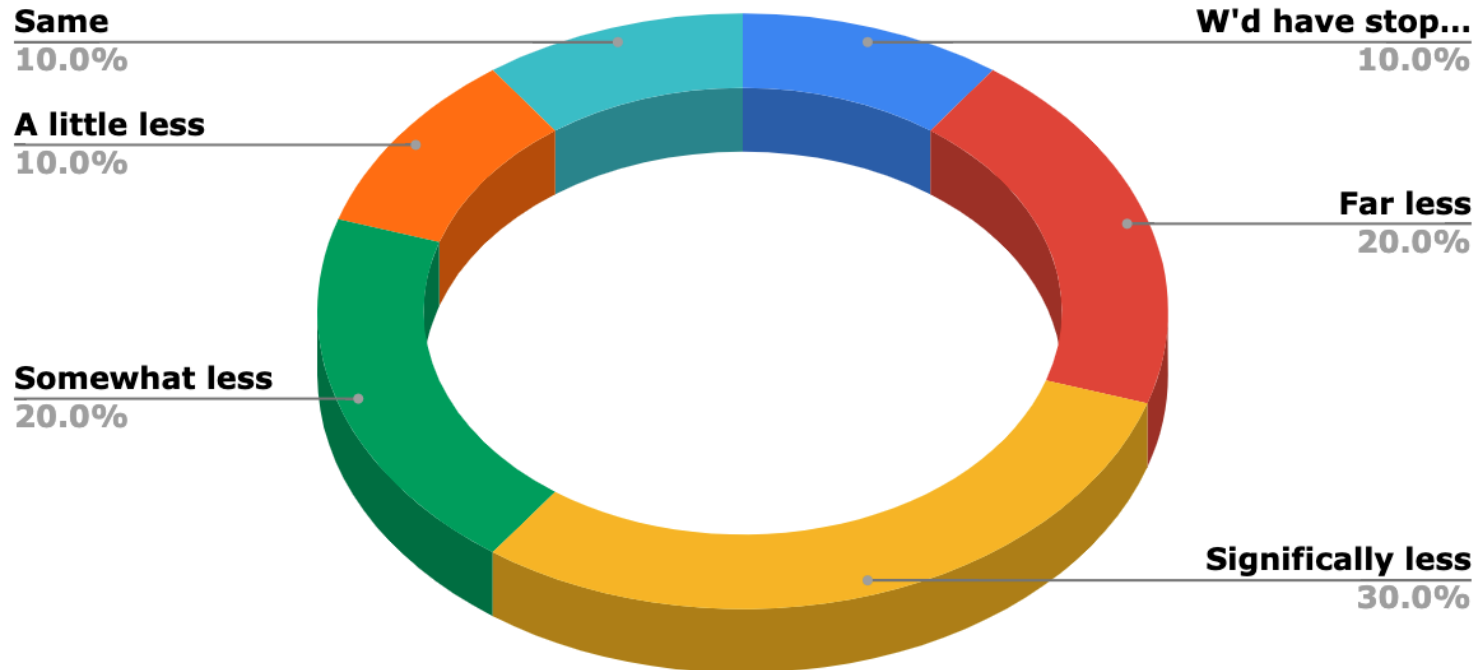
Our contribution to our social ventures' development was reported as the largest within the areas *Effective Solution* and *Leadership & Team*





# IMPACT RESULTS

**90%** report that they **would have developed less** without Incubator

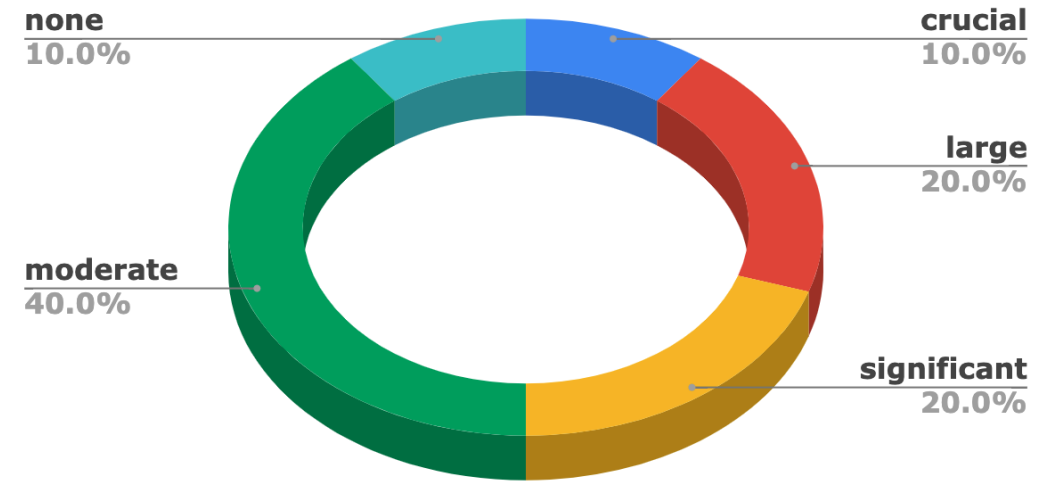
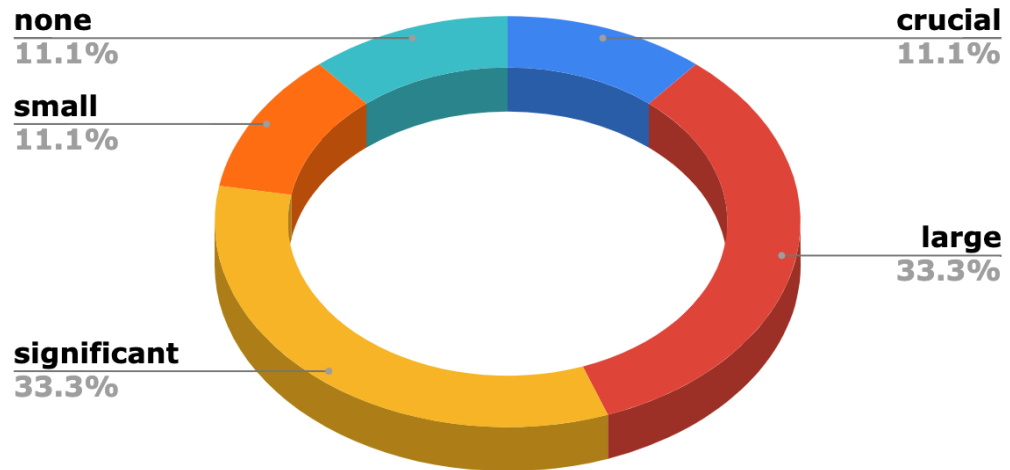




# IMPACT RESULTS

**89%** report that Incubator made a contribution to their **increased effectiveness** for children and youth\*\*

**90%** report that Incubator made a contribution to their **increased reach** for children and youth\*\*







## **IMPACT RESULTS**

- Interviews with Alumni and participants
- Anonymous surveys 3 times a year
- Competitive analysis



What	When
Theory of Change in place	Set during Preincubation support, revised every year and by the need
Initial indicators established	Set at the beginning of the year, data collected by the 1st and sometimes 2nd year of Incubator
Strategy established	Set or revised at the beginning of the year
Impact stories submitted	3 times a year
Organisation development captured through milestones of Development Tracker	Set at the beginning of the year, revised 3 times a year
Growth indicators	Set at the beginning of the year, revised 3 times a year
Survival and scaling of our alumni	Every 2 years